

• BUFFALO •

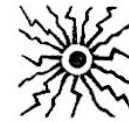


A BUSY DAY ON BUFFALO RIVER.

BUFFALO.



OF INTEREST
TO EVERYBODY.



ESPECIALLY

INTERESTING TO

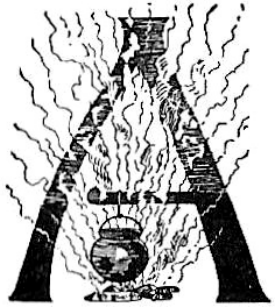
YOU!

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GEORGE M. BAILEY.

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CHESTNUTS?

READ 'EM AND SEE.



CHESTNUT is a burr-ly thing, but there's meat inside.

That's the kind of a chestnut Buffalo is. Here we go, after the meat.

Because everybody has heard of Buffalo, everybody doesn't know all about her. Not much.

Something has just happened to Buffalo. Like the man that fell asleep and got kicked — he felt it, but he didn't see it coming.

Buffalo has had a boost. She didn't see it coming, but she felt it when it came.



NEW ERIE COUNTY SAVINGS BANK.— Cost \$1,250,000.00.

It was a high kick. It lifted her into the eleventh chair at the Census table, from the thirteenth. Chicago, you Fair rival, pass the cake down the table this way.

This is how it happened : But, wait a minute —

Look at New York City — big and rich and proud all over.

Suppose you saw a man with a sugar-spoon, scoop up the city of St. Louis, or Baltimore, or Boston, and dump it right onto Manhattan Island !

Sweet present that would be, to give to New York. Talk about sugar ! Why each of those cities borders, just over or under, on a half a million souls.

What ! you say. All the people in Boston, with their factories, homes, banks — everything in the town — dumped into the streets of New York ?

Yet that's just what happened to Buffalo. A city more than one third of *her* size has been dropped into her midst since Garfield was elected President ! And the city limits are the same as they were in 1832.

That was the kick that woke Buffalo up. She didn't see it coming, but she felt it all the same. That's why we're writing you this jagged letter — to tell you about it. (No accent on the jag.)



A GLIMPSE OF BUFFALO'S PARK SYSTEM.—"The Front."

But to explain : Baby Buffalo fell asleep on the grassy shore of Lake Erie, in 1794. It was a peaceful sleep, except for dreams of redskins, with scalping-knives up their sleeves, calling, occasionally, for firewater.

In 1810 Buffalo woke up to be counted. The maiden found she had 1,508 noses. Two years later these noses smelled smoke, when the British burned the town.

Nothing but twins happened until 1825, when her 5,000 inhabitants saw the Erie Canal opened, and shook hands with Lafayette.

Thereafter, for thirty-five years, she drowsily watched the emigrants passing through, on packet boats, and on the old State Line railroad.

Except for the nickels dropped by these weary pilgrims at the Eagle Tavern, Buffalo saw no good, for her, in this travel-stained caravan. But she was blind.

And Buffalo grew no faster than Rochester, or Albany, or Troy. For many years she was the rival of our own blessed Black Rock !

That caravan halted in the West. It built up Ohio, then Indiana and Illinois, and later the land of golden grain beyond.



HOTEL IROQUOIS.—Owned by Young Men's Association.

Some of the pilgrims that had slept on the floor of the old Eagle Tavern began to chop down the everlasting forests, on the shores of lakes Michigan and Huron.

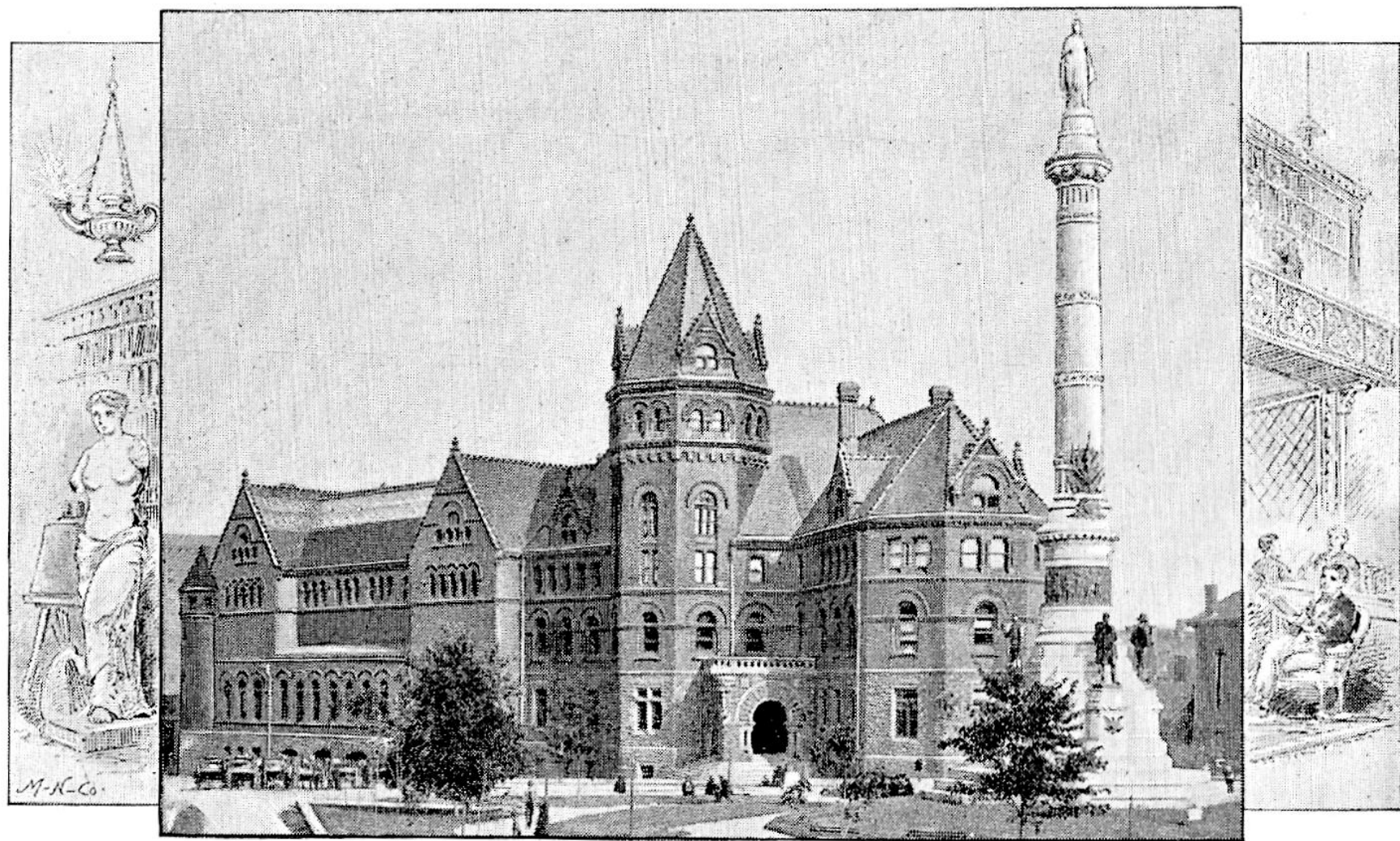
Others raised hogs and hominy in Indiana, and horses, sheep and cattle on the prairies farther West.

Many planted wheat, and later on the land of the Pictured Rocks showed up vast treasures of copper, silver, and iron. Then the pick and the steam drill got in their work.

While all this was going on, coal had been discovered in a hundred holes in Pennsylvania, and then some fellow struck oil in drilling a well there. A hundred thousand derricks sprung up.

What's all this got to do with Buffalo? Only this: that the millions of that caravan, that had been fifty years in passing Westward, over Buffalo Creek, began to ship their lumber, hogs, corn, horses, sheep, cattle, copper, silver, iron, oil, and coal, and a thousand lesser and bi-products back to Buffalo, on their way to the seaboard.

And Buffalo stood here, at the gateway to the West, and took tribute !



BUFFALO LIBRARY.— Owned by Young Men's Association.

Wasn't that enough to wake her up? Could a city ask for more than the control of the commerce of 20,000,000 of people? Could she ask for more than *twenty-six railroads*, with more than two hundred and fifty passenger trains daily, and a canal to the seaboard?

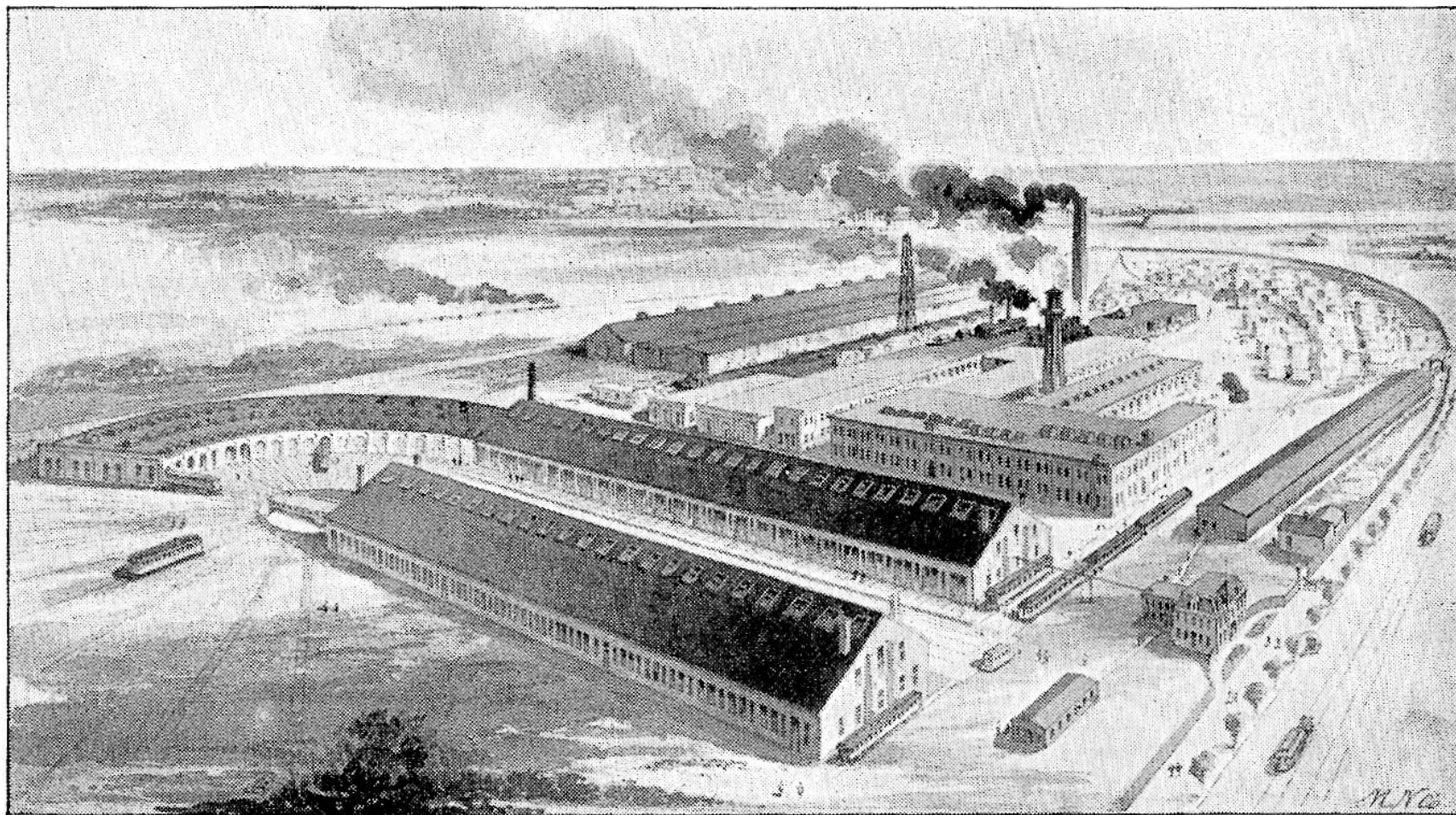
Could she ask for more coal, when she is the largest coal distributing point in the world? Or for more sheep, when she is the largest sheep market in the world?

Could she call for more lumber, when she is, with her suburban port of Tonawanda, the largest lumber market in the world?

Could she say to the lakes, "Make me greater," when she is the largest fresh-fish market in the world?

Can she not say to the Eternal City of Rome that, "though men are living who were born before I had a single inhabitant, yet to-day I have as many inhabitants as you?"

Can she not call herself the second largest livestock market in the world; the second largest horse market in the world; the second largest granary in the world?



WAGNER PALACE CAR SHOPS.

Has she not more miles of beautiful sheet pavement — asphalt — than has Paris, or Washington, or any city in the wide world?

Has she not given two Presidents to the Nation, and did not her banker, Spaulding, save the country's finances when her armies in the South were threatened with starvation and rags?

Let's rest here a moment, and cork down these facts, "on memory's pages."

What's the matter with Buffalo?

She's all right.

But, gentlemen, there is so much fuss made about those bloomin' paper cities in the woolly West, that a body would think there was not a slot in the East worth dropping a nickel into. That's a fact!

How those boom towns of the setting sun have raked in the shekels from the cities of the rising sun! — as the redman, before mentioned, would say.

But they are not going to do so much raking after this.

Some of the Eastern towns that deserve more money; that can take care of it safer, and more profitably, are going to have this money.



Buffalo is one of the deserving towns — right in the lead. She slept quietly, by the shore of the lake, while Circumstance dropped these golden apples into her apron. She couldn't help it. But now she's awake, fully awake, and she's going to climb the tree !

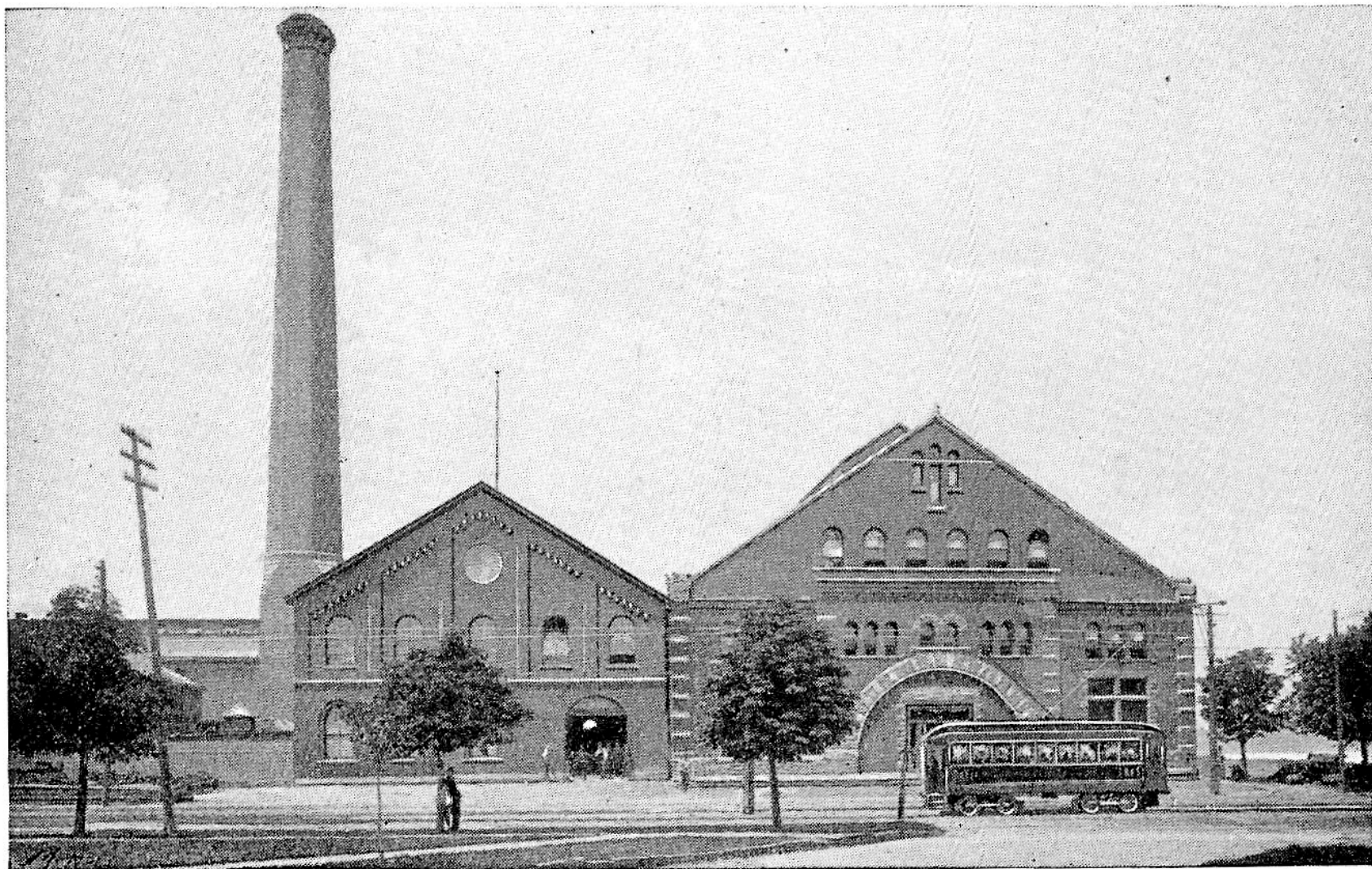
For one who has received such bounties from Nature, Buffalo has done little, if anything, for herself, to show her appreciation.

But there have been some first-class funerals in Buffalo, in recent years. We said we were sorry when we heard of these deaths, but most of us lied. The city is better off in the hands of their executors. We are the executors — the younger blood.

Don't imagine by this that we are going to do something rash. If you've got a gold mine and don't tell anybody about it, the world won't find it out. We have got a gold mine in Buffalo, for investors, manufacturers, for *everybody*, and we are going to tell about it — and tell it hard.

The first thing we wish to tell is just exactly how fast we have grown, in population, because that makes land values.

People had a reason for coming to Buffalo. And if you know how lumber is



POWER HOUSE, BUFFALO ELECTRIC STREET RAILWAY.

worked up and shipped ; how hogs are killed and packed ; how corn and grain is ground or transferred from big vessels to cars and canal boats ; how droves of horses are sold and distributed ; how copper, silver, and iron are handled, smelted, or shoved forward to the sea coast ; how oil is refined, and coal for 20,000,000 of people is taken from cars and loaded on vessels, then you know the reasons that gave Buffalo her wonderful increase in population.

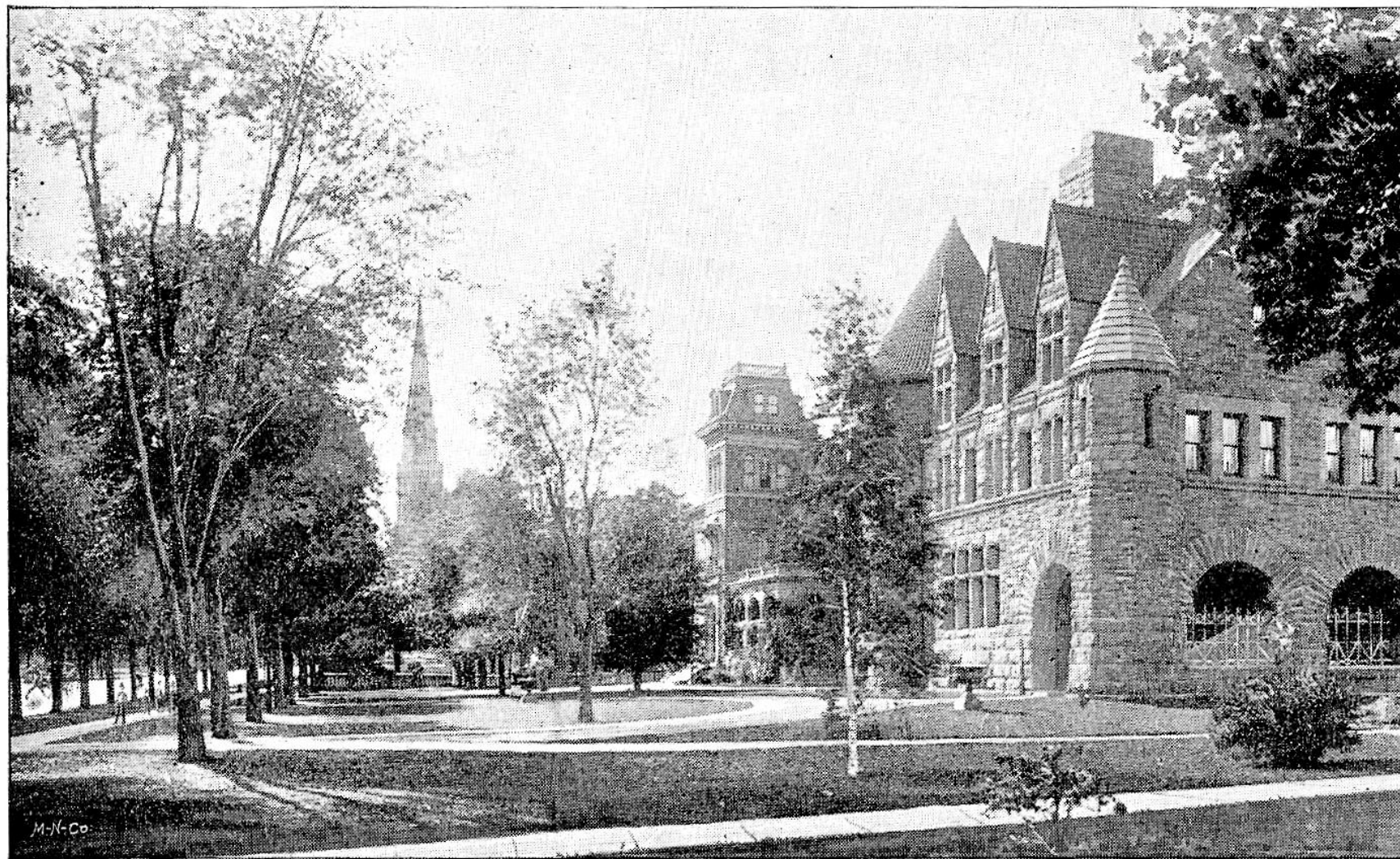
People came because there was work here. And Buffalo scarcely knows what strikes and other labor disturbances are, with their attending economic wastes.

As another fellow has said, "Land without people is worthless." It becomes valuable in proportion as people want it.

If one man has land, is forced to sell it, and there is but one man who wants it, the buyer makes the price. If there are two or more who want it, the seller makes the price.

The thing to do, then, is to own land in the place where soon two men are going to want it, so that *you* can make the price. That place is Buffalo, as sure as you live and breathe.

We can prove it.



VIEW ON DELAWARE AVENUE.

Keeping in mind the fact that vast forests still stand in the upper lake regions, waiting for the axe ; that the treasures of copper, silver, and iron at Superior have only been touched ; that the plowshare has only begun to tickle the virgin prairie ; that cattle, sheep and horses will breed in that vast level country for generations to come ; and that the stores of coal and oil and natural gas in the bowels of Pennsylvania have only been sampled, and you will keep your faith pinned on the future of Buffalo.

She has no rival ! . There is but one Buffalo, and unless an earthquake breaks the bowl of Lake Erie and spills her waters out at some other end, Buffalo will everlastingly take tribute.

Figures are dull, stupid things—headaches to most people—but if these jagged facts have not given your brain a whirl, listen to a few figures. They give positive reasons for the faith that is in us :

Do you know how an Assessor earns his salary ?

He goes around putting values on real and personal property, to get an aggregate sum on which to base a tax levy.



THE NIAGARA HOTEL.

He can see land and houses, but he can't see stocks, bonds, and mortgages. Therefore he has to guess at the personal property.

In Buffalo, the assessed value of real property has steadily but rapidly climbed up from \$35,000,000 in 1857 to \$186,000,000 in 1892 !

This means an average increase of $12\frac{31}{100}\%$ each year, and the Assessors do not give the market value of real estate by fully one-third. This average takes in thirty-five years. During twenty-five of those years Buffalo was asleep. Has it not paid someone to own Buffalo dirt ?

That the ratio of increase has been greater of late years than earlier, is proven by studying the City Directories for the past twelve years.

That shows that our increase from 1879 to 1884 was about 10,000 a year. For the next four years it was about 14,000 a year. During the past four years it has been at the rate of 17,000 a year.

In proportion as the great Northwest grows, so grows Buffalo. Within the past two years five young States have been born in this golden Northwest. What does that mean for Buffalo ?



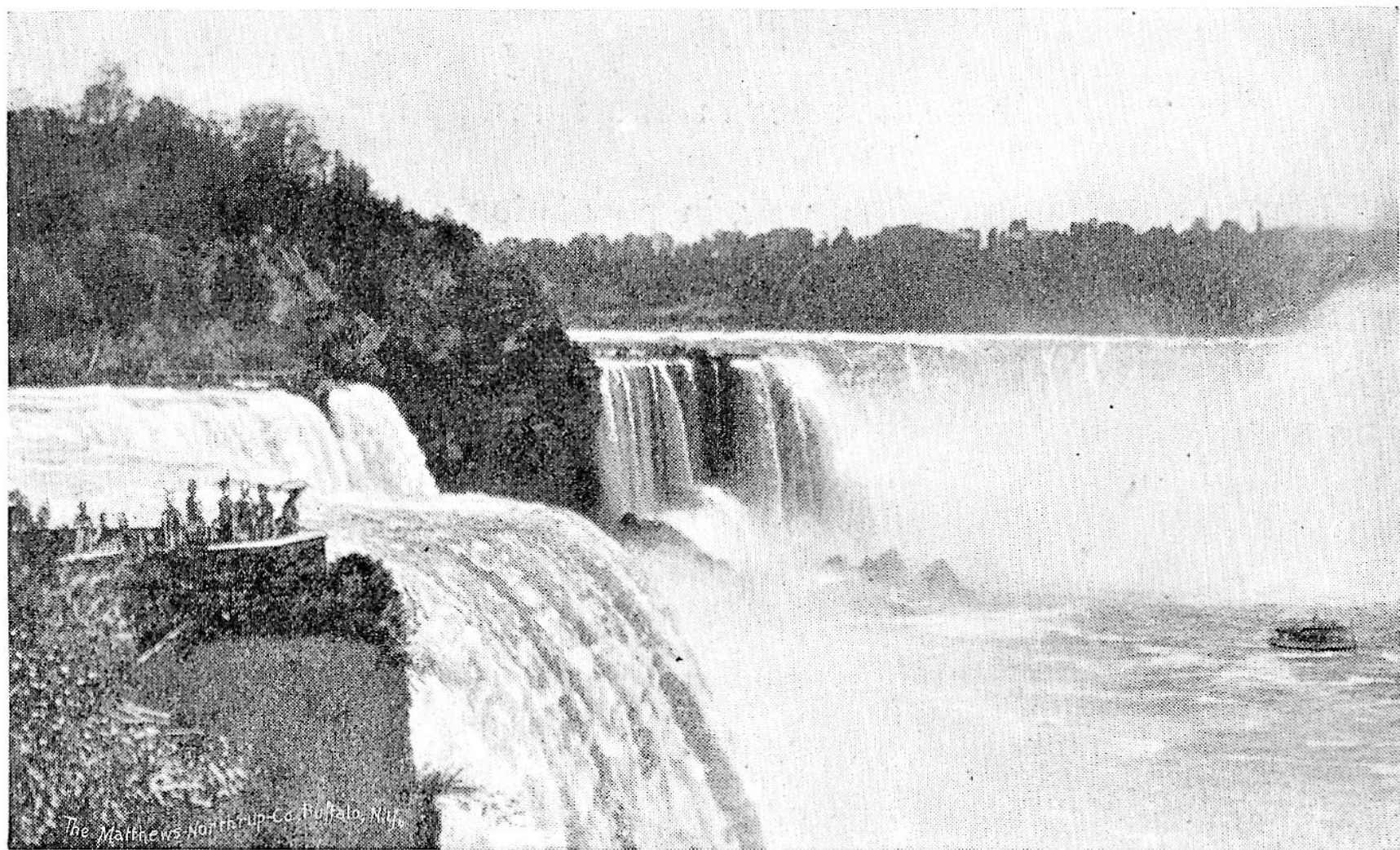
MUSIC HALL.

These facts caused the *New York Tribune*, on January 14, 1890, to exclaim :
“The past of Buffalo is secure, and her manifest destiny is evidently to be something tremendous.”

Between 1880 and 1890 Buffalo grew, in population, at a rate three times faster than did New York City.

During that decade her population increased 66.5 % ; her marriages, 78.6 % ; her births over deaths increased 46 % ; her City Corporation property grew in value 168.6 % ; her grain receipts increased 50 % ; iron, 65.5 % ; coal, 73.3 % ; lumber, 75 % ; live-stock, 33.5 % ; sheep receipts 43.3 % ; business establishments, 92.8 % ; real estate transfers, 100 % ; post-office business, 287.5 % ; and arrivals and clearances of vessels, 55.5 %.

The records also show that during this period Buffalo's Custom House receipts grew 68 % ; her manufacturing industries increased in number, 128 % ; water supply, 252 % ; school property, 132 % ; street paving increased 112 % ; length of main sewers lengthened 97 % ; and her banking capital increased 100 % . Churches have correspondingly increased in number.



NIAGARA FALLS — To be "Harnessed" to Buffalo.

There is not another city in the world that can equal that record, in substantial, solid growth — where sanitation has kept pace with broadening suburbs ; where all the forces of civilization have conspired to make the moral, religious and intellectual development keep pace with such rapid material progress.

Like the meat in the chestnut ; like the marriage of the lovers in the story book ; like everything truly good — the best comes last !

Something else is just going to happen to Buffalo, that the Northwest didn't directly cause. It will not be a kick, exactly, but it will be an electric shock.

It is not possible, in these lines, to convey any adequate idea of the wonders to be wrought in Buffalo by the possession of Niagara Falls water-power, converted into electrical energy.

That is the shock that is preparing for Buffalo. But this time finds her awake. She knows it's coming.

Go to Niagara Falls to-day and you will see, not only the greatest wonder of Nature, but man's greatest undertaking of engineering skill — the first of a series of monster tunnels to utilize the immeasurable power of that mighty cataract !

THE GREATEST ENGINEERING TRIUMPH OF THE AGE.

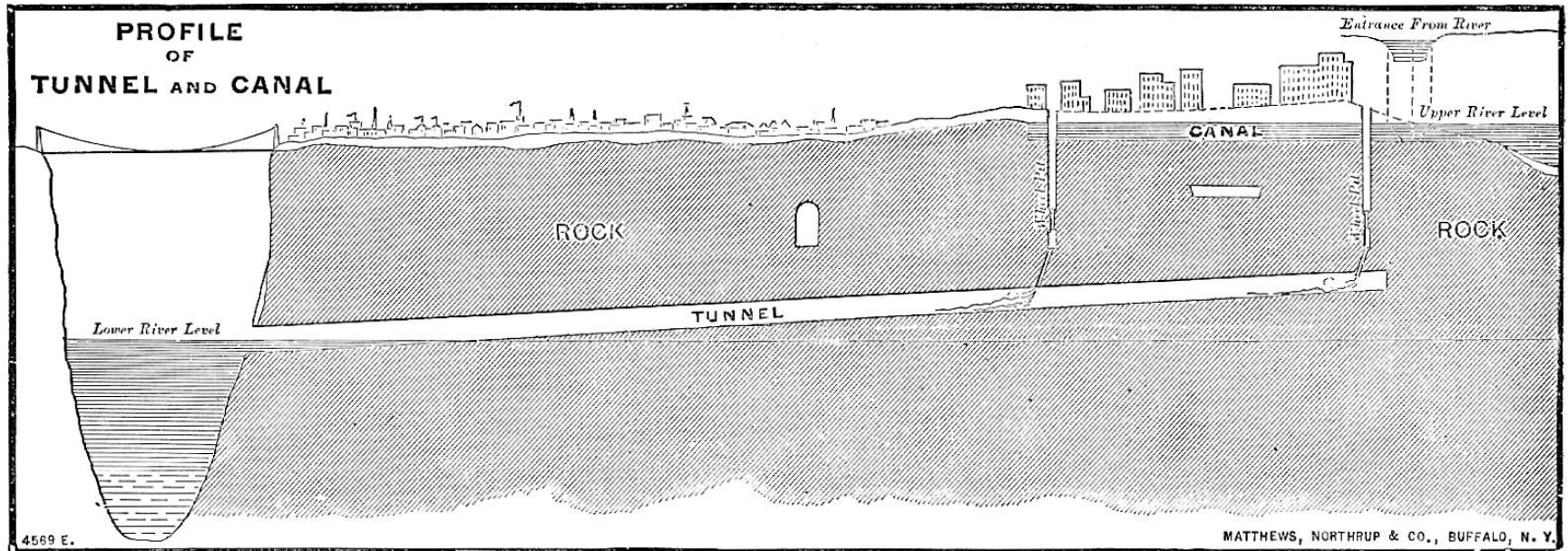


DIAGRAM SHOWING NIAGARA WATER POWER TUNNEL.

The first tunnel, to develop 150,000 horse power will be completed before snow flies this year, (1892.) This alone is three times more power than is used to-day in all the engines in Buffalo !

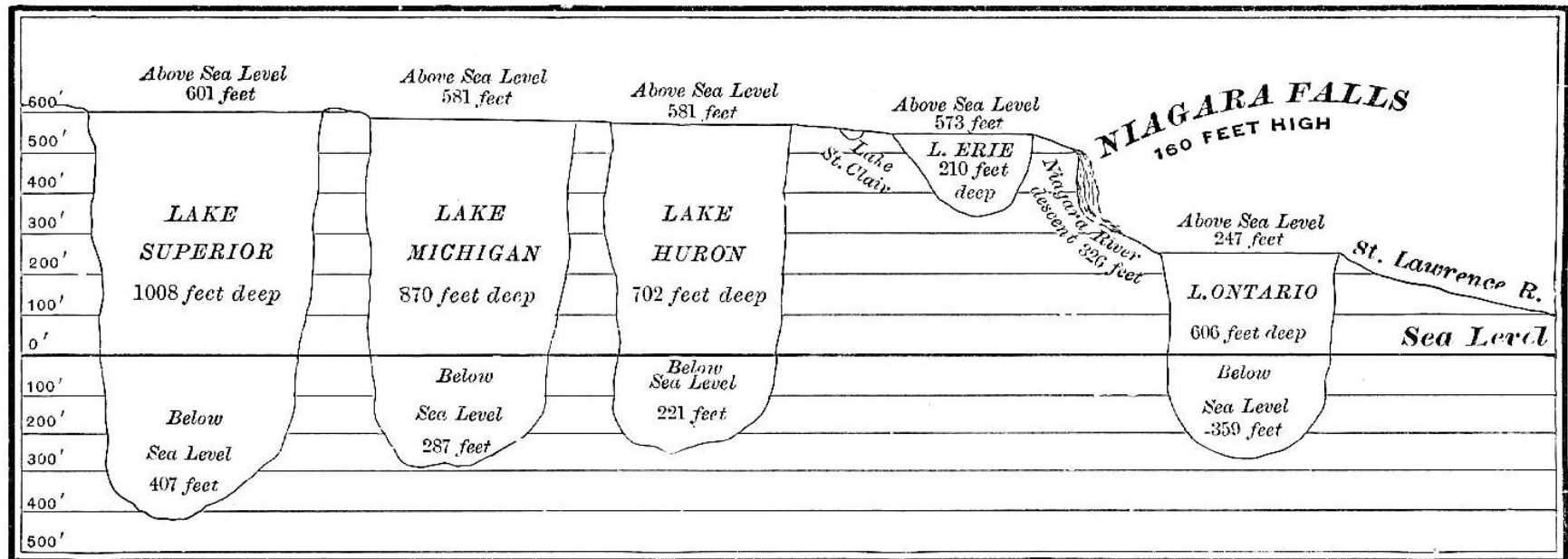
And a corporation composed of the wealthiest men in Buffalo was formed in October, 1891, to supply this power to Buffalo. It will be used for lighting the entire city, with all its houses and buildings ; for driving every power machine in her limits ; for propelling her street cars, and possibly heating her homes, though we have three vast fields of natural gas already tapped, and now supplying us with dustless, smokeless fuel.

Buffalo, within two years, will be the electrical marvel of the whole world. Fortunately, this will happen in time for guests to Chicago, in '93, to stop and see us,—and be converted to a firm belief in Buffalo as the present best point in the world for investment.

Who is behind this tunnel scheme? Here they are :

The Vanderbilts, Chauncey M. Depew, and other heavy stockholders in the New York Central road ; such world-known bankers as Drexel, Morgan & Co., Brown

CAN THE TUNNEL EVER RUN DRY? NEVER! NEVER!!



LEVEL OF THE GREAT LAKES.— Showing Reservoirs which Supply Niagara's Great Power.

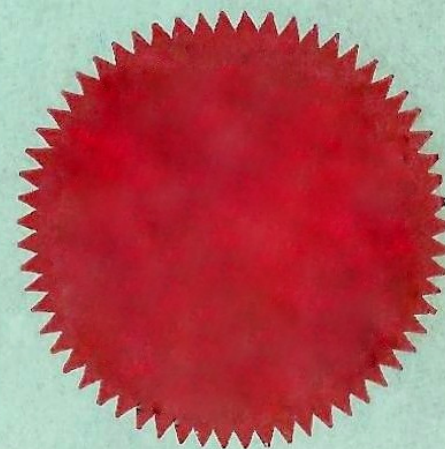
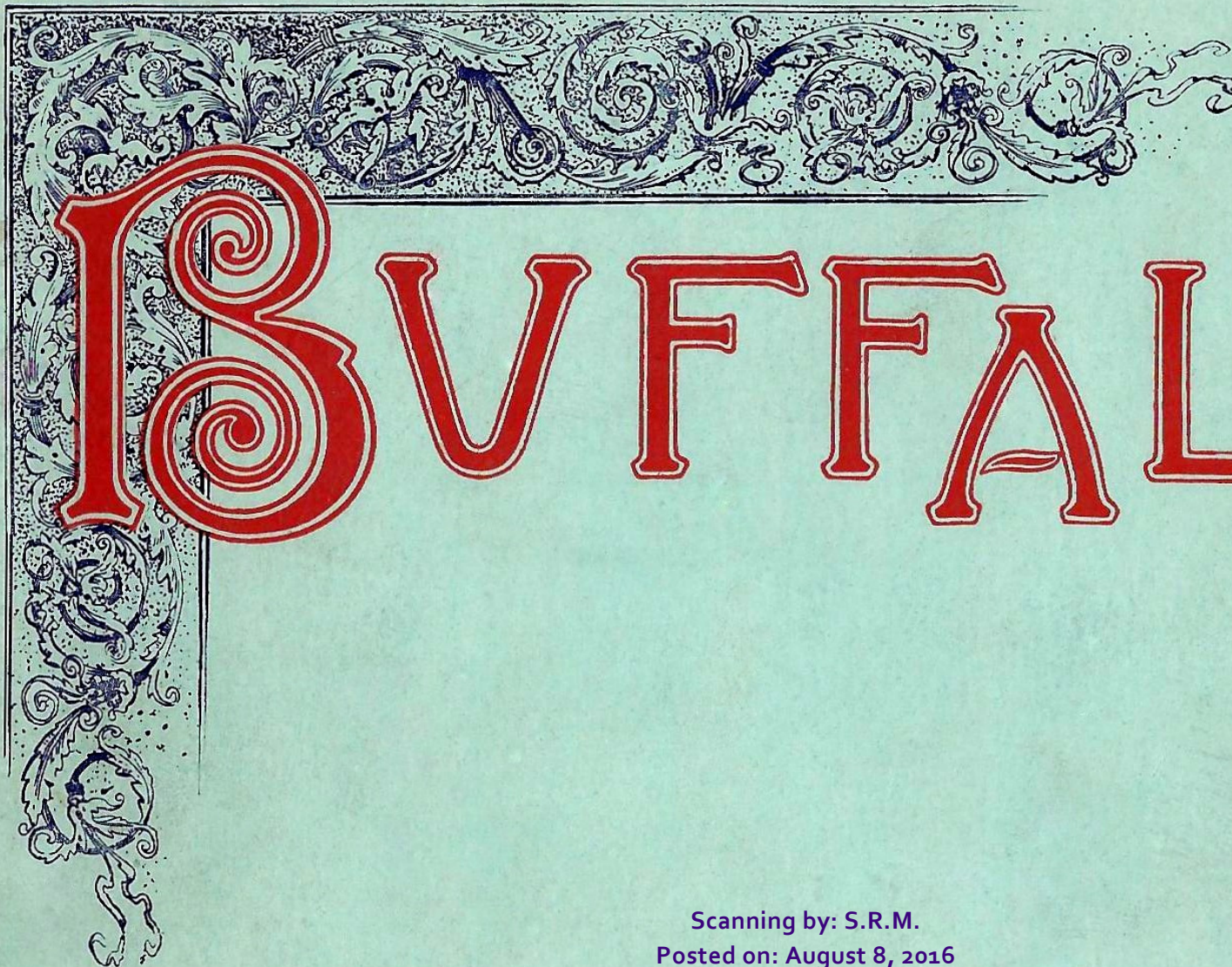
Brothers & Co., Winslow, Lanier & Co., D. O. Mills, Morris K. Jessup, August Belmont & Co., Isaac N. Seligman, Kuhn, Loeb & Co., A. J. Forbes-Leith, Francis Lynde Stetson, and a score of other famous financiers.

If they are banking on this scheme — on selling power principally to future Buffalo, cheaper than water power or steam power, can you not safely trust your surplus money in the hands of some live, honest, Buffalo real estate agent, for investment? There are many such men here. Use the same judgment in this matter as you would in buying a suit of clothes or a set of furniture, and you cannot lose by the investment.

Come and see us. Come and verify by actual observation all that we have said. Come and live on the cool shores of Lake Erie, in summer. Her winters are not as severe as are Chicago's, or any of the upper lake ports. They are simply invigorating. Her winter air is a pure, delightful tonic. Come with your brain and brawn and live with us. We have plenty of room for hustlers, in any honorable walk in life. Again Buffalo invites you to come.



ROCK OF AGES.



Scanning by: S.R.M.
Posted on: August 8, 2016
Editor: Brian D. Szafranski
Elma, New York USA